

Message Text

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PAGE 01 TAIPEI 07698 300219Z
ACTION EA-12

INFO OCT-01 EB-08 ISO-00 /021 W
-----036847 300934Z /10
R 300200Z DEC 77
FM AMEMBASSY TAIPEI
TO USDOC WASHDC
INFO SECSTATE WASHDC 5934

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COMMERCE FOR DIBA/OED/SPECIAL TRADE OPPS--HARDISTY

E.O. 11652: N/A
TAGS: BEXP, TW
SUBJECT: DECISION ON CONTRACT FOR FIFTY LONG-HAUL BUSES

REF: TAIPEI 7620

1. DEPUTY DIRECTOR HSIUNG CALLED ON COMMATT DECEMBER 29 TO RELAY IN STRICTEST CONFIDENCE DECISION REACHED BY CENTRAL TRUST OF CHINA AND TAIWAN HIGHWAY BUREAU (THB) AT DECEMBER 28 MEETING. IN PRINCIPLE, FIRST PREFERENCE WOULD BE GIVEN TO US BUS MANUFACTURERS. DEFINITIVE FIRST CHOICE IS MCI - GREYHOUND, BASED ON HAVING LEAST PROBLEM IN MEETING SPECIFICATIONS (TALLY OF BIDDING SPECIFICATIONS NOT MET IS 6 FOR MCI, 15 FOR MERCEDES AND 30 FOR GM). MCI WILL BE CALLED IN FOR PRICE NEGOTIATIONS ON JANUARY 5 AND SHOULD ITS PRICE NOT BE LOWERED ENOUGH, THEN MCI WILL BE ELIMINATED AND NEGOTIATIONS WITH GENERAL MOTORS WOULD BEGIN.

2. ACCORDING TO HSIUNG, THE MCI BID ON C AND F BASIS WAS \$115,000 PER BUS, WHILE GENERAL MOTORS PRICE WAS \$102,000 AND MERCEDES "A LITTLE HIGHER THAN GENERAL MOTORS", AFTER THB MADE AN EX-POST-FACTO ALLOWANCE FOR RECENT APPRECIATION OF GERMAN DEUTSCHMARK.

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3. UPON RECOMMENDATION OF HSIUNG, COMMATT SENT TELEX TO MASON AT MCI VIA DUNIKOSKI AT GREYHOUND LINES IN PHOENIX, SUGGESTING MCI COME INTO EMBASSY ON JANUARY 4 FOR PURPOSE OF BEING BROUGHT UP TO DATE ON THE BID AND TO PASS ON ANY LAST MINUTE COMMENTS FROM THB.

4. EMBASSY IS PLEASED WITH THE DECISION TO
GIVE FIRST PREFERENCE TO MCI AND GM. IT IS NOW UP TO
THEM TO WIN OR LOSE THE CONTRACT.
UNGER

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Message Attributes

Automatic Decaptioning: X
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Control Number: n/a
Copy: SINGLE
Sent Date: 30-Dec-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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